

Fortinet vs. Juniper Networks

Elevator Pitch

Emphasize points:

- Deliver High Performance with Ultra Low Latency
- Consolidated Security Resulting in Better CAPEX
- Proven Security - Threat Research & Third Party Certifications

Juniper falls short on all three points

How Fortinet is Different

Best Price/ Performance network security platform in the market, which provides predictable performance in the real world traffic

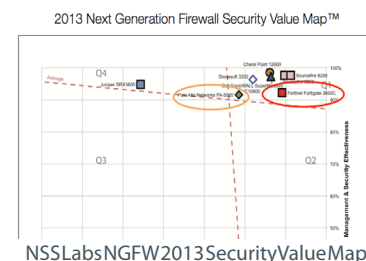
- Fortinet ranks #1 in the NSS Labs Firewall 2013 and earned the [NSS Labs Recommend for Firewall, NGFW, and IPS 2013](#).
- Fortinet continues its 5 year leadership in the [Gartner Magic Quadrant for Unified Threat Management, 2013](#) and in 4 other Gartner Magic Quadrants.
- Lowest Total Cost of Ownership and Price/ Protected Mbps according to NSS Labs.
- Achieved the top score on the [BreakingPoint / IXIA Resiliency Test with 95](#).

Better Consolidated Security & Innovation

- Fortinet develops and integrates consolidated security, visibility, and acceleration.
- Fortinet FortiOS is the common code base, which operates across the high to low end products. Administrators trained on FortiOS are able to quickly deploy and maintain the other types of FortiGates.

Proven Security - Threat Research & Third Party Certifications

- No one comes close to the third party certifications Fortinet has achieved. NSS Labs, ICSA, VB100, and others are a testament on the protection.



BreakingPointResiliencyScore

Juniper Networks Facts

In the last few years, Juniper security division has fallen in revenue, because Juniper has been focused on routers and infrastructure. Juniper has been losing significant ground in the security space and this is reflected in the IDC Security Appliance Tracker and the Gartner Magic Quadrant for Enterprise Firewall, Unified Threat Management, SSL VPN, and Intrusion Prevention. Also, there has been a significant number of senior management leaving Juniper, including its CEO. These are signs of lack of focus and direction.

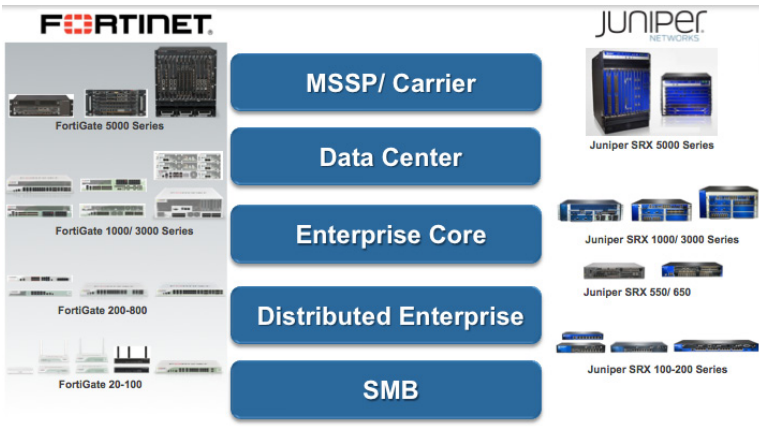
Poor Performance

- Juniper ScreenOS based appliance such as the Security Service Gateway (SSG), NetScreen (NS), and Internet Security Gateway (ISG) performance are not competitive and have not had any significant software release for years.
- In all three [NSS Labs Testing on Firewall, IPS, and NGFW](#), Juniper JUNOS based SRX appliances test results were either poor and below average. Juniper did not earn NSS Labs Recommend status for these tests. Fortinet dominated Juniper in all three tests.
- In the Network World Test Review, "[How we tested the Juniper SRX 5800](#)", it found dramatic performance loss. The datasheet states a 120Gbps firewall performance, but the test found the SRX 5800 drops to 6.9 Gbps with 64-byte packet size traffic. With this type of result, Juniper fails to deliver higher performance and ultra low latency.

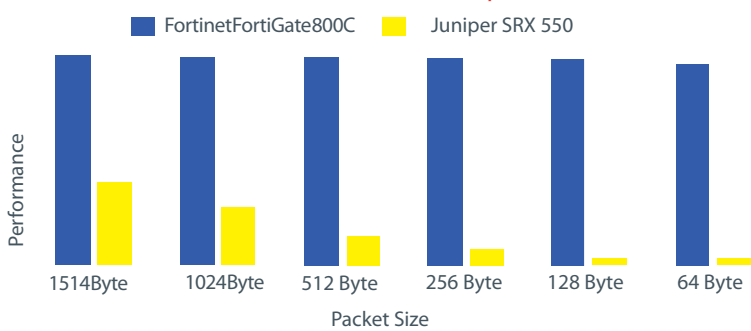
Poor Consolidation & More Complexity

- Between the ScreenOS and JUNOS operating systems, Juniper is in a long and ongoing product transition. Juniper has not added any new functionality to the ScreenOS based products for years. The ScreenOS based appliances do not support NGFW or APT functionality. In addition, there is multiple multi-box management and each one does not support either the ScreenOS or JUNOS platforms fully.
- Juniper does not develop its antimalware, antivirus, antispam, or web filtering. It used third party partners. This results in a less integrated platform and leaves the customer quagmire when issues arise.

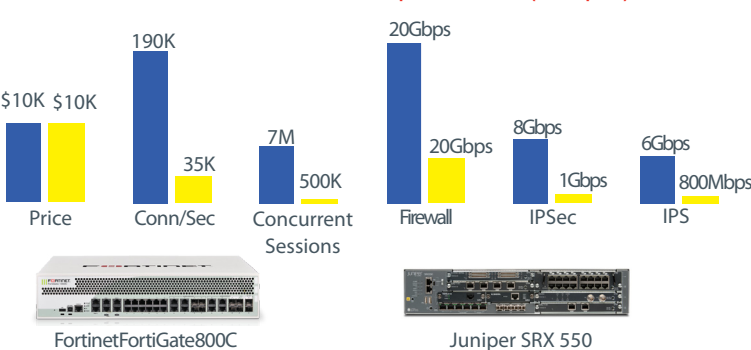
Competitive Battlecard



FortiASIC Architecture vs. Juniper



Price/ Performance Comparison (Gbps)



Feature Comparison

	Fortinet	Juniper SRX	Juniper SSG
Firewall	●	●	●
VPN	●	●	●
Application Control	●	●	●
IPS	●	●	●
Web Filtering	●	●	●
Anti-botnet	●	●	●
Anti-Spam	●	●	●
Virtual Domain	●	●	●
WirelessLANController	●	●	●
WAN Optimization	●	●	●
Vulnerability Assessment	●	●	●
Endpoint Control	●	●	●

Competitive Matrix & Customer Deployment

With price/ performance and proven security, Fortinet provides network security for all markets.

- Fortinet provides a 10Gig appliance (FortiGate 800C) in the sub \$10K price band, whereas the initial 10Gig with 10 Gbps+ datasheet performances is Juniper SRX 3400 at approximately \$60K.
- Fortinet offers more scalable platforms for customers to future proof their deployments.
- The Fortinet FortiOS is a common OS, which operates UTM, NGFW, APT, IPS, and Web filtering across the FortiGate product line. This simplifies training, deployments, and maintenance for the customer.

Fortinet Crushes Juniper Networks in Security Performance, Scalability, & Total Cost of Ownership

- Fortinet provide high and predictable performance with ultra low latency. This is critical for enterprises, data centers, financial services, and service providers.
- Compared to equivalent models, Fortinet has out delivered price/ performance to all Juniper's models. In all three NSS Labs for Firewall, IPS, and NGFW, Fortinet deliver the significant advantage in price/ protected Mbps and TCO comparison.

Feature & Certifications - No One Comes Close

- Juniper is missing a number of consolidation security and infrastructure features, like Wireless LAN Controller, & WAN Optimization. Customers would need additional devices and management consoles, which increases the cost and complexity. NGFW is not supported on the ScreenOS based appliances.
- Without third party security assurance validation, it leaves the question on How secure is the product?
- Juniper uses a number of third party content security partners' technology. This causes issues in the level of integration between the companies.

Certification Comparison

	Fortinet	Juniper SRX	Juniper SSG
NSS Labs NGFW 2013	●	●	●
NSSLabs Firewall 2013	●	●	●
NSS Labs IPS 2013	●	●	●
ICSA Firewall	●	●	●
ICSA IPSec & SSL	●	●	●
ICSA Antivirus	●	●	●
ICSA Antispam	●	●	●
Virus Bulletin (VB) 100	●	●	●
VBSpam	●	●	●
AV Comparative	●	●	●
Common Criteria	●	●	●
FIPS	●	●	●